

## CONTRACT

**WTKR-TV**  
**720 Boush Street**  
**Norfolk, VA 23510-1583**  
**(757)446-1000**

www.wtkr.com

And:

**Waterfront Strategies**  
**1010 Wisconsin Avenue**  
**Suite 800**  
**Washington, DC 20007**

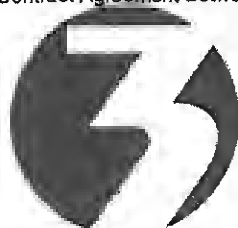
<b>Contract / Revision</b> 568097 / 1		<b>Alt Order #</b> 07897137
<b>Product</b> LCV/SEN MAJ PAC		
<b>Contract Dates</b> 08/16/12 - 08/29/12	<b>Estimate #</b> 126/133/1611	
<b>Advertiser</b> League Conservation Voters/Senate Majority		<b>Original Date / Revision</b> 08/17/12 / 08/17/12
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Station</b> WTKR	<b>Account Executive</b> Jamie Andrus	<b>Sales Office</b> Washington, D.C.
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>IDB#</b>	<b>Advertiser Code</b> 126	<b>Product Code</b> 133
<b>Agency Ref</b>		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	08/16/12	08/17/12	NewsChannel 3 News	5-6am		:30			NM	2	\$480.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$240.00			
2	3	08/16/12	08/17/12	NewsChannel 3 News	6-7am		:30			NM	2	\$730.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$365.00			
3	3	08/16/12	08/17/12	CBS This Morning	7-9a		:30			NM	2	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$280.00			
4	3	08/19/12	08/26/12	CBS Sunday Morning	9-1030am		:30			NM	2	\$970.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$485.00			
Week:		08/20/12	08/26/12	-----S				1	\$485.00			
5	3	08/19/12	08/26/12	Face the Nation	1030-11am		:30			NM	2	\$1,110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$555.00			
Week:		08/20/12	08/26/12	-----S				1	\$555.00			
6	3	08/16/12	08/17/12	Let's Make A Deal 9am	9-10am		:30			NM	1	\$415.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				1	\$415.00			
7	3	08/16/12	08/17/12	Price is Right	11am-12n		:30			NM	1	\$555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				1	\$555.00			
8	3	08/16/12	08/17/12	NewsChannel 3 News	12n-1230pm		:30			NM	2	\$830.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$415.00			
9	3	08/16/12	08/17/12	CBS Daytime	1228-3pm		:30			NM	2	\$1,110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$555.00			
10	3	08/16/12	08/17/12	Ellen Degeneres 3pm	3-4pm		:30			NM	1	\$395.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				1	\$395.00			
11	3	08/16/12	08/17/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	2	\$560.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

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Contract / Revision	Alt Order #
568097 /	07897137

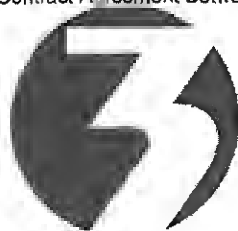
Contract Dates	Product	Estimate #
08/16/12 - 08/29/12	LCV/SEN MAJ PAC	126/133/1611

Advertiser	Original Date / Revision
League Conservation Vol	08/17/12 / 08/17/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$280.00			
12	3	08/16/12	08/17/12	Newschannel 3 News	5-530pm		:30			NM	2	\$930.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$465.00			
13	3	08/16/12	08/17/12	Newschannel 3 News	530-6pm		:30			NM	2	\$870.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$435.00			
14	3	08/16/12	08/17/12	Newschannel 3 News	6-630pm		:30			NM	2	\$1,010.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$505.00			
E 15	3	08/18/12	08/25/12	Newschannel 3 News	6-630pm		:30			NM	1	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S-				1	\$170.00			
Week:		08/20/12	08/26/12	-----S-				1	\$170.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		2	3	08/20/12-08/26/12	Newschannel 3 News	6-630pm	-----Sa--	:30	<del>\$170.00</del>	NM		
Credited												
16	3	08/19/12	08/26/12	Newschannel 3 News	630-7pm		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----S				1	\$200.00			
Week:		08/20/12	08/26/12	-----S				1	\$200.00			
17	3	08/16/12	08/17/12	7-730pm	7-730pm		:30			NM	2	\$1,170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$585.00			
18	3	08/16/12	08/17/12	730-8pm	730-8pm		:30			NM	2	\$1,170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$585.00			
19	3	08/20/12	08/27/12	Monday Prime	10-11pm		:30			NM	2	\$3,310.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	M-----				1	\$1,655.00			
Week:		08/27/12	09/02/12	M-----				1	\$1,655.00			
E 20	3	08/22/12	08/29/12	Wednesday Prime	10-11pm		:30			NM	1	\$1,375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	--W----				1	\$1,375.00			
Week:		08/27/12	09/02/12	--W----				1	\$1,375.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		2	3	08/27/12-09/02/12	Wednesday Prime	10-11pm	---W-----	:30	<del>\$1,375.00</del>	NM		
Credited												
E 21	3	08/17/12	08/24/12	Friday Prime	10-11pm		:30			NM	1	\$1,375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	----F--				1	\$1,375.00			
Week:		08/20/12	08/26/12	----F--				1	\$1,375.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		2	3	08/20/12-08/26/12	Friday Prime	10-11pm	-----F---	:30	<del>\$1,375.00</del>	NM		
Credited												
22	3	08/16/12	08/17/12	Late News (M-F)	11-1135p		:30			NM	3	\$2,280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				3	\$760.00			
23	3	08/18/12	08/26/12	Late News (Sa-Su)	11-1135p		:30			NM	2	\$1,520.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

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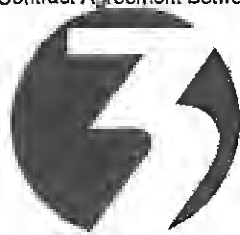
<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/16/12 - 08/29/12	LCV/SEN MAJ PAC	126/133/1611

<u>Advertiser</u>	<u>Original Date / Revision</u>
League Conservation Vol	08/17/12 / 08/17/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	-----SS				1	\$760.00			
Week:		08/20/12	08/26/12	-----SS				1	\$760.00			
24	3	08/16/12	08/17/12	Late Night with David Letterman	1135pm-1237am		:30			NM	2	\$470.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/13/12	08/19/12	---TF--				2	\$235.00			
25	3	08/20/12	08/24/12	NewsChannel 3 News	5-6am		:30			NM	6	\$1,440.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				6	\$240.00			
26	3	08/20/12	08/24/12	CBS This Morning	7-9a		:30			NM	4	\$1,120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$280.00			
27	3	08/20/12	08/24/12	Let's Meke A Deal 9am	9-10am		:30			NM	1	\$415.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				1	\$415.00			
28	3	08/20/12	08/24/12	Price Is Right	11am-12n		:30			NM	1	\$555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				1	\$555.00			
29	3	08/20/12	08/24/12	Newschannel 3 News	12n-1230pm		:30			NM	5	\$2,075.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				5	\$415.00			
30	3	08/27/12	08/29/12	Newschannel 3 News	12n-1230pm		:30			NM	3	\$1,245.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	MTW----				3	\$415.00			
31	3	08/20/12	08/24/12	CBS Daytime	1228-3pm		:30			NM	2	\$1,110.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				2	\$555.00			
32	3	08/20/12	08/24/12	Ellen Degeneres 3pm	3-4pm		:30			NM	2	\$790.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				2	\$395.00			
33	3	08/20/12	08/24/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	2	\$560.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				2	\$280.00			
34	3	08/20/12	08/24/12	Newschannel 3 News	5-530pm		:30			NM	4	\$1,860.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$465.00			
35	3	08/20/12	08/24/12	Newschannel 3 News	530-6pm		:30			NM	4	\$1,740.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$435.00			
36	3	08/20/12	08/24/12	Newschannel 3 News	6-630pm		:30			NM	4	\$2,020.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$505.00			
37	3	08/20/12	08/24/12	7-730pm	7-730pm		:30			NM	4	\$2,340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$585.00			
38	3	08/20/12	08/24/12	730-8pm	730-8pm		:30			NM	4	\$2,340.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				4	\$585.00			
39	3	08/20/12	08/24/12	Late News (M-F)	11-1135p		:30			NM	3	\$2,280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				3	\$760.00			

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<u>Advertiser</u>	<u>Original Date / Revision</u>
League Conservation Vol	08/17/12 / 08/17/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
40	3	08/20/12	08/24/12	Late Night with David Letterman	1135pm-1237am		:30			NM	3	\$705.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	MTWTF--				3	\$235.00			
N 41	3	08/29/12	08/29/12	Redskins Preseason	4p-1xm		:30			NM	1	\$1,265.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	--W----				1	\$1,265.00			
N 42	3	08/27/12	08/27/12	Monday Prime	9-10pm		:30			NM	1	\$1,655.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	M-----				1	\$1,655.00			
<b>Totals</b>											<b>97</b>	<b>\$49,280.00</b>

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 -08/26/12	91	\$43,460.00	\$36,941.00
08/27/12 -08/29/12	6	\$5,820.00	\$4,947.00
<b>Totals</b>	<b>97</b>	<b>\$49,280.00</b>	<b>\$41,888.00</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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